

Converging Drivers of Change: Impact on Telemedicine

Telestroke Plenary
Washington Stroke Forum
June 15, 2010

A confluence of events – driving radical change in the nation's healthcare system

- Federal actions and legislation
- emerging reimbursement models
- shifting consumer health trends

Presents Opportunities

for the advancement of
telecommunications-based health
solutions and the broadband
infrastructure available through
telehealth networks

ARRA/HITECH – Economic Stimulus

- funding to support the advancement of health IT
- providers will need access to broadband Internet to qualify for incentives
- *resulting in further integration of HIT and telehealth technologies*

Office of the National Coordinator

- overseeing Health IT Funding (HITECH)
- define meaningful use
- attention will turn to telehealth infrastructure -- *an enabler of interoperability and HIE*

FCC National Broadband Plan

- establishes healthcare as a national priority
- attention to outdated regulations that create barriers
- broader perspective, not just rural or networks themselves
- funding tied to meaningful use

Health Reform Legislation

- extends insurance coverage to an estimated 32 million people at a cost of \$940 billion over the next 10 years
- limitations in workforce and push for lower costs -- *need for more efficient care processes*

Consumers

- aging population
- growing popularity of medical tourism
- demanding broadband Internet access
- health promotion and prevention
- affordable healthcare
- electronic access to personal health information (Stage 1 – meaningful use)

Survey of Healthcare Executives

- 89% believe telehealth technology will transform health care in the next 10 years
- many said it will lead to better patient care and lower costs
- of those who don't currently use telehealth technology, *half plan to implement it within the next year.*

Centers for Medicare & Medicaid Services

- recognize the advantages & benefits of telemedicine
- interest in reducing the burden and duplicative efforts of traditional processes
- proposed Credentialing & Privileging Rules permit “by proxy”

Other potential disruptors

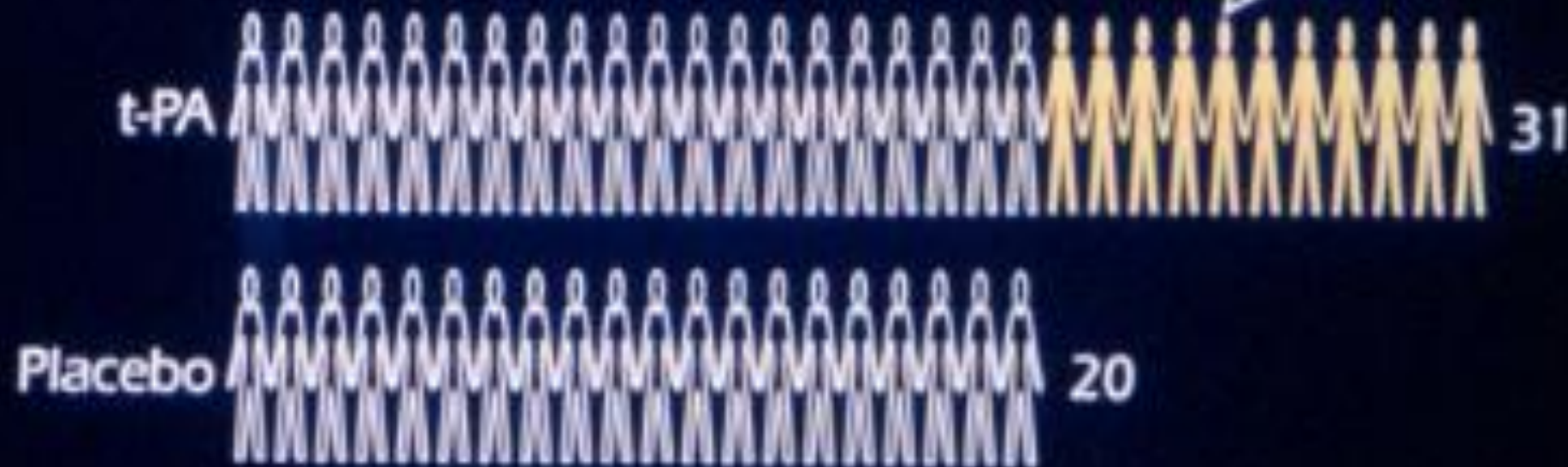
- cost-benefit analysis of care processes and treatment (outcomes-based medicine)
- new reimbursement models: preventive care and bundled payments
- provider shortages
- significant payor technology investments
- emergence of the next generation of mobile devices



t-PA Treatment for Acute Stroke

Excellent Recovery per 100 Patients

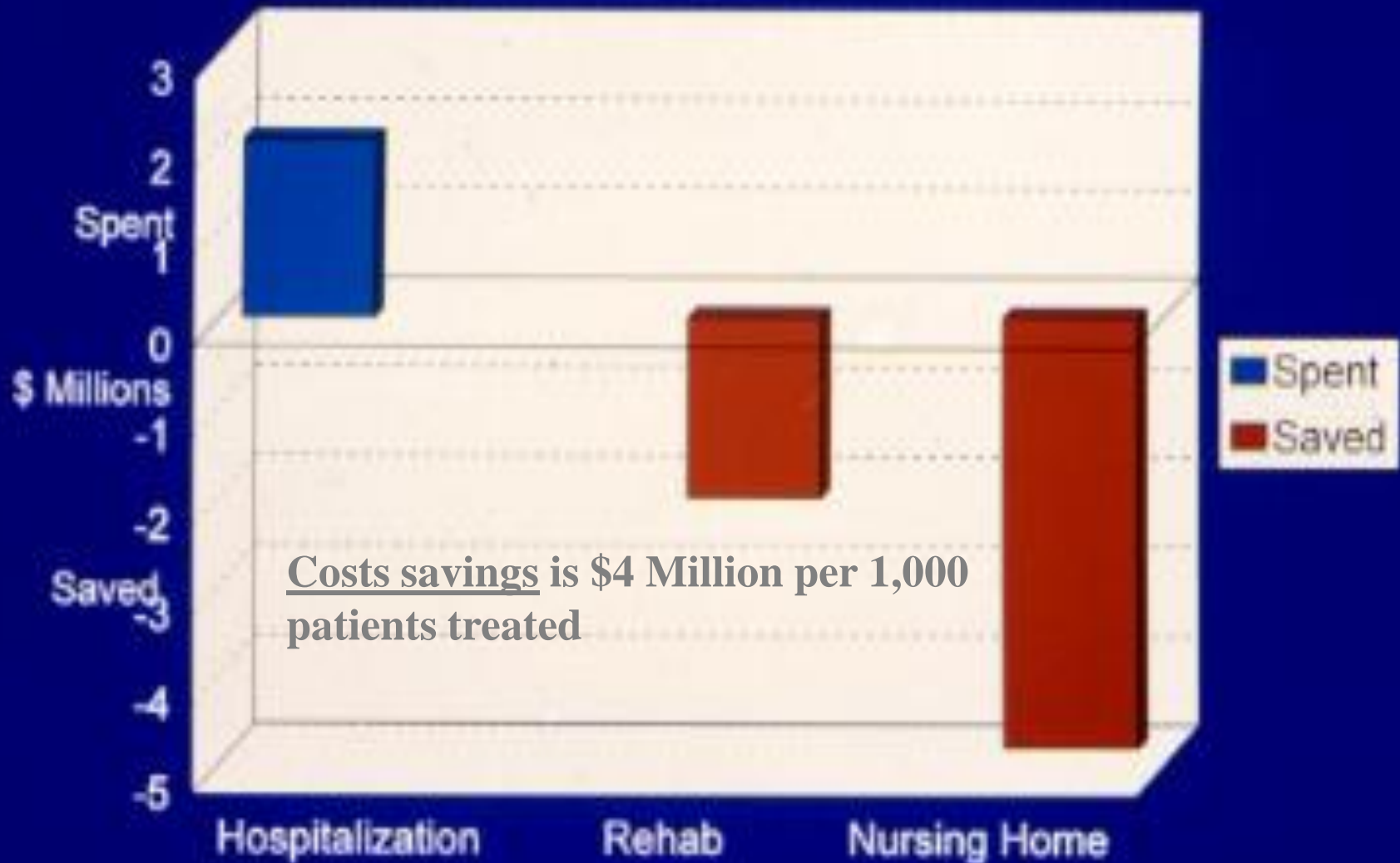
11 more with
minimal or no disability
when treated with t-PA
within 3 hours



NIH Stroke Scale Results

Source: National Institute of Neurological Disorders and Stroke

Economic Outcomes



Going Forward...

- need technology tools that increase efficiencies, expand access to care and reduce costs – *which are some of the primary benefits of telemedicine.*
- anticipate a convergence of telehealth, electronic health records (EHRs) and health information exchange (HIE).
- participate in the conversations that will impact our networks and providers

We can expect to see..

*Accelerating adoption and use of
telehealth technologies,
telemedicine in particular,*

as a

*response to the disruptive changes that
are underway in healthcare*

Northwest Regional Telehealth Resource Center

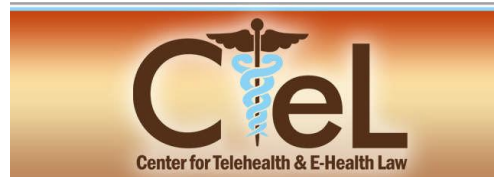
<http://nrtrc.org>

<http://www.telehealthresourcecenters.org/>

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Telehealth Resource Centers

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